

## Message Text

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67

ORIGIN EA-14

INFO OCT-01 ISO-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03

CIEP-02 LAB-06 SIL-01 OMB-01 L-03 /094 R

DRAFTED BY EA/K:EHKELLY:LM

APPROVED BY EA/K:DLRANARD

EA/K - AMBASSADOR HABIB

DOCOMMERCE: CMURRAY

EB/CBA - RSWART

----- 014189

R 32314Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

C O N F I D E N T I A L STATE 001272

E.O. 11652: GDS

TAGS: BPRO, KS

SUBJECT: FLUOR CORPORATION BID ON SEVENTH FERTILIZER  
COMPLEX

1. DIETER AND MARCUS OF FLUOR CORP. MET WITH AMBASSADOR HABIB AND DEPTOFF JANUARY 3 TO DISCUSS PROSPECTS OF FLUOR BID FOR SEVENTH FERTILIZER COMPLEX WHICH INCLUDES SUBSTANTIAL MARKET FOR U.S. EQUIPMENT AND SERVICES. DIETER BELIEVES CHOICE BETWEEN FLUOR AND TOYO OF JAPAN WILL BE MADE SOON. HE IS CONCERNED THAT DECISION IS LIKELY TO BE BASED PARTLY ON NON-ECONOMIC FACTORS AND ASKED FOR USG ASSISTANCE.

2. DIETER DESCRIBED A PACKAGE MORE ATTRACTIVE THAN THAT OF TOYO IN TERMS OF AVAILABILITY OF FINANCING, EXPERIENCE, AND COST. HE CLAIMED THERE WAS POSSIBILITY THAT FLUOR WOULD BE UNDERCUT BY JAPANESE INFLUENCE ON BLUE HOUSE STAFF WHERE DECISION WILL ULTIMATELY BE MADE.

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3. FLUOR REP EWERT IS BEING INSTRUCTED TO FAMILIARIZE  
YOU WITH DETAILS OF FLUOR PRESENTATION. SUGGEST  
YOU THEN DISCUSS WITH EPB MINISTER TAE WAN-SON AND KGC  
PRESIDENT PAK STRONG USG INTEREST, THAT IN MAJOR PROJECT  
OF THIS NATURE U.S. FIRM RECEIVES FULL CONSIDERATION, AND  
INFORM DEPT OF RESULTS. RUSH

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* CONFIDENTIAL

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FERTILIZER INDUSTRY, INDUSTRIAL PLANTS, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 JAN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974STATE001272  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** EH KELLY:LM  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** n/a  
**Film Number:** n/a  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740169/aaaagynq.tel  
**Line Count:** 72  
**Locator:** TEXT ON-LINE  
**Office:** ORIGIN EA  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06-Aug-2002 by kelleyw0>; APPROVED <17 DEC 2002 by golinofr>  
**Review Markings:**

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30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** <DBA CORRECTED> srp 971022  
**Subject:** FLUOR CORPORATION BID ON SEVENTH FERTILIZER COMPLEX  
**TAGS:** BPRO, KS  
**To:** SEOUL  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005